

5<sup>th</sup> August 2021

**BSE Limited**  
Department of Corporate Relationship  
1<sup>st</sup> Floor, New Trade Ring, Rotunda Building  
Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai- 400001  
Scrip Code: 524742

**National Stock Exchange of India Ltd.,**  
Department of Corporate Services  
Exchange Plaza, 5<sup>th</sup> Floor,  
C-1, Block G, Bandra Kurla Complex,  
Bandra (E), Mumbai – 400 051  
Scrip Code: CAPLIPOINT.

Dear Sir/Madam,

**Sub: Outcome of Board Meeting**

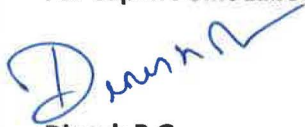
Further to our intimation dated 30<sup>th</sup> July, 2021, we wish to inform you that the Board of Directors of the Company at its meeting held today has, *inter-alia*:

1. Recommended a Final Dividend of Rs. 1.50/- (75 %) per equity share of Rs.2 each for the financial year ended 31<sup>st</sup> March 2021, subject to the approval of the shareholders at the ensuing Annual General Meeting.
2. Approved the Un-audited standalone and consolidated financial results and the Limited Review Report (**Annexure-1**) of the Company as per Indian Accounting Standards for the quarter ending 30<sup>th</sup> June, 2021. We also enclose a Press Release issued by the Company (**Annexure 2**) and an investor presentation in this regard (**Annexure 3**).
3. Approved to convene the 30<sup>th</sup> Annual General Meeting of the Company on Tuesday, 28<sup>th</sup> September, 2021.
4. Approved amendments to the Code of Conduct for Prevention of Insider Trading (the Code) formulated in terms of SEBI (Prohibition of Insider Trading) Regulations, 2015. The revised Code is effective from 5<sup>th</sup> August 2021. The amended Code of Conduct is being hosted on the website of the Company at www.caplinpoint.net.

The meeting commenced at 10.45 A.M and concluded at 12.15 P.M.

Kindly take the same on your records.

Sincerely Yours  
**For Caplin Point Laboratories Limited**



**Dinesh R G**  
Company Secretary

Encl: A/a

## CAPLIN POINT LABORATORIES LIMITED

Registered Office: 3rd Floor, "Ashvich Towers", No.3, Developed Plots Industrial Estates, Perungudi, Chennai 600 096

CIN - L24231TN1990PLC019053, Phone Nos.044-2496 8000, Fax No.044-28154952, Website - www.caplinpoint.net, email ID-info@caplinpoint.net

## UNAUDITED (STANDALONE) FINANCIAL RESULTS FOR THE THREE MONTHS ENDED 30th JUNE 2021

Prepared in compliance with the Indian Accounting Standards (Ind - AS)

	Particulars	Three Months Ended			Financial Year Ended
		30.06.2021	31.03.2021	30.06.2020	31.03.2021
		(1)	(2)	(3)	(4)
		(Unaudited)	(Audited)	(Unaudited)	(Audited)
INR In Crs					
	<b>Income:</b>				
I	Revenue from operations	127.50	122.88	119.73	482.68
II	Other income ( Refer Note 4)	19.33	7.36	4.05	18.62
III	<b>Total Income (I+II)</b>	<b>146.83</b>	<b>130.24</b>	<b>123.78</b>	<b>501.30</b>
IV	<b>Expenses:</b>				
	a. Cost of materials consumed	37.55	32.97	18.83	112.48
	b. Purchase of traded goods	14.17	20.21	26.35	82.92
	c. Changes in inventories of finished goods, stock in trade and work in progress	(3.81)	0.59	3.58	(0.57)
	d. Employee benefit expenses	7.11	7.31	6.22	26.59
	e. Finance cost	0.03	0.03	0.05	0.17
	f. Depreciation & Amortisation Expenses	6.20	5.97	5.43	22.44
	g. Other Expenses	16.17	18.52	7.30	47.33
	<b>h. Total Expenses</b>	<b>77.42</b>	<b>85.60</b>	<b>67.76</b>	<b>291.36</b>
V	<b>Profit before exceptional items and Tax (III-IV)</b>	<b>69.41</b>	<b>44.64</b>	<b>56.02</b>	<b>209.94</b>
VI	Exceptional items			-	-
VII	<b>Profit Before Tax (V-VI)</b>	<b>69.41</b>	<b>44.64</b>	<b>56.02</b>	<b>209.94</b>
VIII	<b>Tax Expenses</b>				
	(1) Current Tax	14.63	13.12	14.48	54.88
	(2) Deferred Tax	0.23	0.03	(0.48)	(1.17)
	<b>Total Tax Expenses</b>	<b>14.86</b>	<b>13.15</b>	<b>14.00</b>	<b>53.71</b>
IX	<b>Net Profit for the period (VII-VIII)</b>	<b>54.55</b>	<b>31.49</b>	<b>42.02</b>	<b>156.23</b>
X	<b>Other Comprehensive Income/ (Loss) - Net of Tax</b>				
	A. Items that will not be re-classified to profit or loss				
	i) Remeasurements of Defined Benefit Plan	-	(0.16)	-	0.22
XI	<b>Total Comprehensive Income For The Period (IX+X)</b>	<b>54.55</b>	<b>31.33</b>	<b>42.02</b>	<b>156.45</b>
XII	Paid up Equity Share Capital (Face value of shares of Rs 2/- each)	15.13	15.13	15.13	15.13
XIII	Other equity	-	-	-	743.54
XIV	<b>Earnings Per Share (EPS) based on face value Rs 2/- per Equity share</b>				
	(a) Basic (in Rupees)	7.21	4.16	5.55	20.65
	(b) Diluted (in Rupees)	7.15	4.07	5.52	20.45
		( Not Annualised)	( Not Annualised)	( Not Annualised)	( Annualised)



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**Notes :**

- 1) The Unaudited Standalone results for the Quarter ended June 30, 2021 were reviewed and recommended by the Audit Committee and approved by the Board of Directors at their respective meetings held on August 05, 2021 and have been subjected to Limited review by the Statutory Auditors of the Company.
- 2) The Unaudited standalone financial results of the Company have been prepared in accordance with the Indian Accounting Standards prescribed under Section 133 of the Companies Act, 2013 ( " the Act") read with relevant rules issued thereunder ("Ind AS") and other accounting principles generally accepted in India and in terms of Regulation 33 of the SEBI ( Listing Obligations and Disclosure Requirments) Regulations, 2015.
- 3) The Company is engaged in the sole activity of carrying on the business of "Pharmaceuticals Formulation " and therefore, has only one reportable segment in accordance with Ind AS 108 "Operating Segments". Hence no separate segment reporting is applicable to the Company.
- 4) Other Income and Profits Before Tax for the Quarter ended June 30,2021 includes Dividend of Rs. 11.55 Crs as against Rs. NIL for the Quarter ended June 30, 2020 and Rs.NIL for the Quarter ended March 31, 2021, received from our wholly owned subsidiary Caplin Point Far East Limited, Hong Kong.
- 5) Revenue from operations is disclosed net of Goods and Service Tax


The outbreak of Coronavirus (COVID -19) pandemic globally and in India caused significant disturbance and slowdown of economic activity. The Company has assessed the impact of pandemic on its financial results/position based on the principle of prudence in applying judgements, estimates and assumptions including sensitivity analysis and has concluded that there is no

- 6) major impact of COVID 19 on the recoverability of carrying values of assets and expects to recover the carrying value of its assets. Considering that it is a dynamic and evolving situation, the management will continue to closely monitor and evaluate the impact of any material change in macro-economic and other related factors, which may have a bearing on the Company's operations.
- 7) The Board of Directors at their meeting held on 6th May, 2021 declared an interim dividend of Rs.1.50 per equity share (75%) for the financial year 2020-21 and was paid to the shareholders. The Board of Directors at their meeting held today have recommended a final dividend of Rs.1.50/- per equity share (75%) of Rs.2/- each for the financial year 2020-21 which is subject to the approval of the shareholders at the ensuing Annual General Meeting. If approved, the total dividend for the financial year 2020-21 would amount to Rs.3/- per equity share (150%) per equity share of Rs 2/- each

The Statutory Auditors of the Company have carried out limited review of the above Standalone Financial Results pursuant to regulation 33 of the SEBI (Listing obligations & Disclosure Requirements) Regulations,2015. An unqualified opinion has been issued by them thereon.

- 8) The figures of the quarter ended March 31, 2021 are the balancing figures between the audited figures of the full financial year ended March 31, 2021 and the published year to date figures upto third quarter ended December 31, 2020.
- 9) Previous period figures have been regrouped / reclassified to be in conformity with current period's classification/disclosure, wherever necessary.
- 10)

For and on behalf of the Board

  
Dr. Sridhar Ganesan  
Managing Director

Place: Chennai  
Date: 5th August,2021





## **CNGSN & ASSOCIATES LLP**

### **CHARTERED ACCOUNTANTS**

Swathi Court, Flat No. C & D, No. 43  
Vijayaraghava Road, T.Nagar, Chennai - 600 017 India.  
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Web : www.cngsn.com; Email : info@cngsn.com

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**D. KALAIALAGAN**  
B.Com., FCA, DISA (ICAI)

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**NYAPATHY SRILATHA**  
M.Com., FCA, PGDFM

**E.K. SRIVATSAN**  
B.Com., FCA

**PRANAY.J.SHAH**  
B.Com., FCA

### **Limited Review Report on Unaudited Quarterly Standalone Financial Results of CAPLIN POINT LABORATORIES LIMITED Pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended**

To

Board of Directors of Caplin Point Laboratories Limited

We have reviewed the accompanying statement of unaudited standalone financial results of **CAPLIN POINT LABORATORIES LIMITED** ("the company") for the quarter ended 30th June 2021 ("the statement"), being submitted by the Company's Management pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, read with Circular No. CIR/CFD/CMD1/44/2019 dated 29th March 2019 and in accordance with the recognition and measurement, principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India and has been approved by the Board of Directors. Our responsibility is to issue a report on these financial statements based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results, prepared in accordance with applicable Indian Accounting Standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and



- Disclosure Requirements) Regulation, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.

for M/s **CNGSN & ASSOCIATES LLP**  
CHARTERED ACCOUNTANTS  
Firm Registration No: 004915S/S200036



Place: Chennai  
Date: 05/08/2021

A handwritten signature in black ink, appearing to read "K. Parthasarathy".

**K.PARTHASARATHY**

Partner

Membership No: 018394

UDIN: 21018394AAAAGD9884

**CAPLIN POINT LABORATORIES LIMITED**

Registered Office: 3rd Floor, "Ashvich Towers", No.3, Developed Plots Industrial Estates, Perungudi, Chennai 600 096

CIN - L24231TN1990PLC019053, Phone Nos. 044 2496 8000, Fax No.044-28154952, Website - www.caplinpoint.net, email ID-info@caplinpoint.net

**UNAUDITED (CONSOLIDATED) FINANCIAL RESULTS FOR THE THREE MONTHS ENDED 30th JUNE 2021**

Prepared in compliance with the Indian Accounting Standards (Ind - AS)

	Particulars	Three Months Ended			Financial Year Ended
		30.06.2021 (1) (Unaudited)	31.03.2021 (2) (Audited)	30.06.2020 (3) (Unaudited)	31.03.2021 (4) (Audited)
INR in Crs					
	<b>Income:</b>				
I	Revenue from operations	300.44	278.71	240.08	1,061.29
II	Other income	9.21	9.46	6.49	23.54
III	<b>Total Income (I+II)</b>	<b>309.65</b>	<b>288.17</b>	<b>246.57</b>	<b>1,084.83</b>
	<b>Expenses:</b>				
IV	a. Cost of materials consumed	51.52	39.44	21.18	129.82
	b. Purchase of traded goods	83.20	103.28	23.63	259.57
	c. Changes in inventories of finished goods, stock in trade and work in progress	1.24	(24.04)	63.99	82.35
	d. Employee benefit expenses	26.71	25.87	25.87	102.53
	e. Finance cost	0.27	0.32	0.51	1.59
	f. Depreciation & Amortisation Expenses	12.03	9.86	8.96	36.97
	g. Other Expenses	45.16	48.47	33.81	158.38
	<b>h. Total Expenses</b>	<b>220.13</b>	<b>203.20</b>	<b>177.95</b>	<b>771.21</b>
V	<b>Profit before exceptional items and Tax (III-IV)</b>	<b>89.52</b>	<b>84.97</b>	<b>68.62</b>	<b>313.62</b>
VI	Exceptional items	-	-	-	-
VII	<b>Profit Before Tax (V-VI)</b>	<b>89.52</b>	<b>84.97</b>	<b>68.62</b>	<b>313.62</b>
VIII	<b>Tax Expenses</b>				
	(1) Current Tax	19.84	16.60	17.79	71.14
	(2) Deferred Tax	(1.85)	0.45	(3.72)	(8.96)
	<b>Total Tax Expenses</b>	<b>17.99</b>	<b>17.05</b>	<b>14.07</b>	<b>62.18</b>
IX	<b>Net Profit for the period (VII - VIII)</b>	<b>71.53</b>	<b>67.92</b>	<b>54.55</b>	<b>251.44</b>
X	<b>Other Comprehensive Income - Net of Tax</b>				
	A. Items that will not be re-classified to profit or loss	-	-	-	-
	i) Remeasurements of Defined Benefit Plan	-	(0.29)	-	0.32
	B. Items that will be re-classified to profit or loss	-	-	-	-
	i) Exchange difference in translating the financial statements of foreign operations	4.94	2.51	(0.01)	(7.48)
XI	<b>Total Comprehensive Income For The Period (IX + X)</b>	<b>76.47</b>	<b>70.14</b>	<b>54.54</b>	<b>244.28</b>
XII	<b>Profit attributable to:</b>				
	Owners of the Company	70.85	66.38	54.53	242.28
	Non- controlling interests	0.68	1.54	0.02	9.16
		<b>71.53</b>	<b>67.92</b>	<b>54.55</b>	<b>251.44</b>
XIII	<b>Total Comprehensive Income For The Period attributable to</b>				
	Owners of the Company	75.79	68.60	54.53	235.12
	Non- controlling interests	0.68	1.54	0.02	9.16
		<b>76.47</b>	<b>70.14</b>	<b>54.55</b>	<b>244.28</b>
XIV	Paid up Equity Share Capital (Face value of share of Rs 2/- each)	15.13	15.13	15.13	15.13
XV	Other equity excluding Non-controlling interest	-	-	-	1,170.69
XVI	<b>Earnings Per Share (EPS) (Not annualised) based on face value Rs 2/- per Equity share</b>				
	(a) Basic (in Rupees)	9.37	8.78	7.21	32.03
	(b) Diluted (in Rupees)	9.25	8.64	7.15	31.71
		(Not Annualised)	(Not Annualised)	(Not Annualised)	(Annualised)



tes :

- 1) The Unaudited Consolidated results for the Quarter ended June 30, 2021 were reviewed and recommended by the Audit Committee and approved by the Board of Directors at their respective meetings held on August 05, 2021 and have been subjected to Limited review by the Statutory Auditors of the Company.
- 2) The Unaudited consolidated financial results of the Company has been prepared in accordance with the Indian Accounting Standards prescribed under Section 133 of the Companies Act, 2013 (" the Act") read with relevant rules issued thereunder ("Ind AS") and other accounting principles generally accepted in India and in terms of Regulation 33 of the SEBI ( Listing Obligations and Disclosure Requirments) Regulations, 2015.  
  
The Company is engaged in the sole activity of carrying on the business of "Pharmaceuticals Formulation " and therefore, has only one reportable segment in accordance with Ind AS 108 "Operating Segments". Hence no separate segment reporting is applicable to the Company.
- 3) Revenue from operations is disclosed net of Goods & Service Tax/ Value Added Tax as applicable
- 4) The outbreak of Coronavirus (COVID -19) pandemic globally and in India caused significant disturbance and slowdown of economic activity. The Company has assessed the impact of pandemic on its financial results/position based on the principle of prudence in applying judgements, estimates and assumptions including sensitivity analysis and has concluded that there is no major impact of COVID 19 on the recoverability of carrying values of assets and expects to recover the carrying value of its assets. Considering that it is a dynamic and evolving situation, the management will continue to closely monitor and evaluate the impact of any material change in macro-economic and other related factors, which may have a bearing on the Company's operations.
- 5) The Board of Directors at their meeting held on 6th May, 2021 declared an interim dividend of Rs.1.50 per equity share (75%) for the financial year 2020-21 and was paid to the shareholders. The Board of Directors at their meeting held today have recommended a final dividend of Rs.1.50/- per equity share (75%) of Rs.2/- each for the financial year 2020-21 which is subject to the approval of the shareholders at the ensuing Annual General Meeting. If approved, the total dividend for the financial year 2020-21 would amount to Rs. 3/- per equity share (150%) per equity share of Rs 2/- each
- 6) The Statutory Auditors of the Company have carried out limited review of the above Consolidated Financial Results pursuant to regulation 33 of the SEBI (Listing obligations & Disclosure Requirements) Regulations,2015. An unqualified opinion has been issued by them thereon.
- 7) During the quarter ended 30th June' 2021, the Company has incorporated a new wholly owned subsidiary namely Caplin Onco Limited whose results have been consolidated in the above financials and the same does not have a material effect on the results
- 8) The figures of the quarter ended March 31, 2021 are the balancing figures between the audited figures of the full financial year ended March 31, 2021 and the published year to date figures upto third quarter ended December 31, 2020.
- 9) Previous period figures have been regrouped / reclassified to be in conformity with current period's classification/disclosure, wherever necessary.

**For and on behalf of the Board**

  
**Dr. Sridhar Ganesan**

**Managing Director**

**Place: Chennai**

**Date: 5th August,2021**





## CNGSN & ASSOCIATES LLP

CHARTERED ACCOUNTANTS

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**E.K. SRIVATSAN**  
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**PRANAY.J.SHAH**  
B.Com., FCA

### Limited Review Report on Unaudited Quarterly Consolidated Financial Results of Caplin Point Laboratories Limited under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To

Board of Directors of Caplin Point Laboratories Limited

1. We have reviewed the accompanying Statement of Consolidated Unaudited Financial results of CAPLIN POINT LABORATORIES LIMITED ("The Parent") and its Subsidiaries (The Parent and its subsidiaries together referred to as the "Group"), for the quarter ended 30<sup>th</sup> June, 2021, being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, as amended, read with Circular No. CIR/CFD/CMD1/44/2019 dated 29th March 2019.
2. This statement which is the responsibility of the Parent's management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" (Ind AS 34), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued there under and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.





We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. The Statement includes the results of the following entities:

Name of the entities	Relationship
1. Caplin Point Far East Limited	Wholly owned Subsidiary
2. Caplin Onco Limited	Wholly owned Subsidiary
3. Caplin Point (S) Pte. Ltd.	Wholly owned Subsidiary
4. Caplin Steriles Limited	Subsidiary
5. Argus Salud Pharma LLP	Subsidiary
6. Caplin Point Laboratories Colombia SAS	Subsidiary
7. Hainan Jointown Pharmaceutical Company Limited	Joint Venture

Subsidiaries of Caplin Point Far East Limited

1. Caplin Point El Salvador, S.A. DE C.V.	Wholly owned Subsidiary
2. Neo Ethicals S.A Nicaragua	Wholly owned Subsidiary
3. Drogueria Saimed de Honduras S.A	Wholly owned Subsidiary
4. Neoethicals CIA.LTDA - Ecuador	Wholly owned Subsidiary
5. Nuevos Eticos Neo Ethicals S.A - Guatemala	Subsidiary

5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of the other auditors referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.
8. We did not review the interim financial statement/financial information/financial results of ten subsidiaries and one joint venture included in the statement, whose interim financial statements/financial information/financial results reflect total revenues (before consolidation adjustments) of Rs. 242.37 Cr, total net profit after tax(before consolidation adjustments) of Rs. 15.28 Cr and Total Comprehensive Income (before consolidation adjustments) of Rs. 20.22 Cr for the quarter ended 30<sup>th</sup> June 2021, as considered in the consolidated unaudited financial results. These interim financial results/consolidated financial results and other financial statement/financial information/financial results have been reviewed by other auditors whose reports have been furnished to us by the management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries



is based solely on the report of other auditors and the procedures performed by us as stated in paragraph 3 above.

Our conclusion on the statement is not modified in respect of the above matters.

for M/s **CNGSN & ASSOCIATES LLP**  
**CHARTERED ACCOUNTANTS**  
Firm Registration No: 004915S/S200036



Place: Chennai  
Date: 05/08/2021

A handwritten signature in black ink, appearing to read "K. Parthasarathy".

**K.PARTHASARATHY**

Partner

Membership No: 018394

UDIN: 21018394AAAAGC8335

## Q1 Revenue up 26% YoY, PAT up 31% YoY

### Cash Reserves at Rs. 522 Cr

Chennai, Aug 5<sup>th</sup>, 2021: Caplin Point Laboratories Limited (CPL) (BSE: CAPPL (524742), NSE: CAPLIPOINT) today reported Q1FY22 financial results for the Quarter ended June 30<sup>th</sup>, 2021

#### Key Results Highlights (Consolidated):

- ✓ Q1 revenue matches full year revenue of FY 2015/16
- ✓ Cash and Cash Surplus at Rs. 522 Cr for Q1FY22 - increase of Rs 52 Cr over March 2021 balance.
- ✓ Cash flow from Operations (CFO) stood at Rs. 75 Cr in Q1FY22
- ✓ Receivables stable at around 95 days in Q1FY22
- ✓ Inventory stood at Rs. 193 Cr for Q1FY22 as against Rs. 179 Cr in Q4FY21.

#### Key Business highlights:

- ✓ Foraying into Indian market with selected niche injectable products.
- ✓ Caplin Steriles extending its US products into other emerging market with first orders received from Mexico and Saudi Arabia.
- ✓ Company's CRO wing Amaris Clinical received confirmation of virtual US FDA audit.

#### Consolidated Financial Results – Q1FY22

Particulars (Rs in Crs)	Q1FY22	Q1FY21	YoY Growth %	Q4FY21	QoQ Growth %
<b>Total Revenue</b>	<b>309.65</b>	<b>246.57</b>	<b>25.6%</b>	<b>288.17</b>	<b>7.5%</b>
<b>Gross Margin</b>	<b>164.48</b>	<b>131.28</b>	<b>25.3%</b>	<b>160.03</b>	<b>2.8%</b>
<i>Gross Margin %</i>	<i>54.7%</i>	<i>54.7%</i>		<i>57.4%</i>	
<b>EBITDA</b>	<b>101.82</b>	<b>78.09</b>	<b>30.4%</b>	<b>95.15</b>	<b>7.0%</b>
<i>EBITDA %</i>	<i>32.9%</i>	<i>31.7%</i>		<i>33.0%</i>	
<b>PBT</b>	<b>89.52</b>	<b>68.62</b>	<b>30.4%</b>	<b>84.97</b>	<b>5.3%</b>
<i>PBT%</i>	<i>28.9%</i>	<i>27.8%</i>		<i>29.5%</i>	
<b>PAT</b>	<b>71.53</b>	<b>54.55</b>	<b>31.1%</b>	<b>67.92</b>	<b>5.3%</b>
<i>PAT%</i>	<i>23.1%</i>	<i>22.1%</i>		<i>23.6%</i>	

#### Performance Highlights:

- ✓ Total Revenue of Rs 309.65 Cr for Q1FY22, registered a growth of 25.6% over Q1FY21 Total Revenue of Rs 246.57 Cr
- ✓ Gross Margins stable at ~ 55% in Q1FY22
- ✓ PAT increased by 31.1% to Rs. 71.53 Cr in Q1FY22 against Rs. 54.55 Cr in Q1FY21
- ✓ Basic EPS grew by 30% to Rs. 9.37 in Q1FY22 against Rs. 7.21 in Q1FY21 (Not Annualized)

- ✓ With depreciation of INR against USD, exchange gain in Q1FY22 is at Rs.3.58 Cr as against Rs. 1.75 Cr in Q1FY21
- ✓ **Geographical breakup of sales: LATAM & ROW - 91%, US - 9%**

### **Business Highlights**

#### **Emerging Markets**

- ✓ Company continues strong growth momentum across top line and bottom line in core Latin American business.
- ✓ **Transit times for sea shipments increased considerably over last few months, resulting in high volume of containers in transit leading to slightly higher inventory levels. Company expects this inventory to be converted into continued strong sales and cashflow by second half of current financial year.**
- ✓ **Prior to entering organic business in key target markets of Mexico and Brazil, Company has started supplying speciality injectable products on emergency procurement basis to these markets.**
- ✓ Continued focus on Cashflow and Collections has resulted in Rs.52 Cr being added to the Cash Reserves for during the first quarter of the current financial year.
- ✓ Current breakup of sales: Private Market sales to Distributors – 60%; Sales to Pharmacies/Retail – 20%; Institutional Sales – 20%.
- ✓ Higher institutional sales are on account of emergency tenders for COVID related products.
- ✓ Monthly sales through company's e-commerce platform 'QuetenX', part of 10X Healthcare portal, increase 39% YoY. Currently catering to around 1,000+ unique customers across Guatemala, Nicaragua, Honduras and Ecuador.
- ✓ **Company's CRO wing Amaris Clinical received confirmation of virtual US FDA audit.**
- ✓ **Company has started manufacturing of Covid-related products such as Liposomal Amphotericin and Enoxaparin for domestic market supply. Company targets completion of enhanced in-vitro characterisation as per global standards and Bio equivalency studies for Liposomal Amphotericin and would be one of the very few companies to launch the product in the domestic market with our own bioequivalence data.**
- ✓ **Projects Update:**
  - **Oncology Facility – Process equipment ordering completed. Design drawing and detail engineering completed. First batches targeted within next 9 months.**
  - **API Facility – Design Drawing and Detail Engineering completed. Process equipment orders to commence shortly.**
  - **Capacity Expansion at CP-1 (ROW facility) – Order placed for additional Lyophilizer in view of increased demand in niche Lyophilized products in current markets.**
  - **Expansion plans under evaluation for Softgel section.**

**US & Regulated Markets**

- ✓ **Company has launched 4 products from recently approved ANDAs in the last few months. Launch pending for 4 more ANDAs, which is targeted before Dec 2021.**
- ✓ **Market share for already launched products is in the range of 7-12%.**
- ✓ **Company targets to file 8 ANDAs within next three quarters which will have equal mix of Injectable and Ophthalmic products.**
- ✓ **First orders received from Mexico and Saudi Arabia for Caplin Steriles, approvals for these products fast-tracked due to products being commercialized in US.**
- ✓ **First 3 product filings in Canada (ANDS) targeted for Q3, these are approved ANDAs in US. On track to file 2 products in Australia by Q3FY22.**
- ✓ **Company targets US front end presence in 2023, by which time 30+ ANDAs are likely to be approved/under review.**
- ✓ **Capacity expansion in Phase 2 update:**
  - **2 Vial filling lines from Syntegon (Bosch) ordered, expecting delivery within 12 months.**
  - **Pre-Filled Syringe line from Steriline ordered, expecting delivery within 10-12 months.**
  - **Lyophilizer from Tofflon ordered, expecting delivery within 9-12 months.**
  - **Expecting Phase 2 expansion to be completed within 15 months.**
- ✓ **Overall development pipeline remains robust, with 45+ ANDAs under development with addressable market in US at ~ \$3 Billion.**

**COVID-19:**

The outbreak of Coronavirus (COVID -19) pandemic globally and in India caused significant disturbance and slowdown of economic activity. The Company has assessed the impact of pandemic on its financial results/position based on the principle of prudence in applying judgements, estimates and assumptions including sensitivity analysis and has concluded that there is no major impact of COVID 19 on the recoverability of carrying values of assets and expects to recover the carrying value of its assets. Considering that it is a dynamic and evolving situation, the management will continue to closely monitor and evaluate the impact of any material change in macro-economic and other related factors, which may have a bearing on the Company's operations.

**About Caplin Point Laboratories Limited:**

Caplin Point Laboratories Limited is a fast-growing pharmaceutical company with a unique business model catering predominantly to emerging markets of Latin America and Africa. Caplin Point is one of the few companies to show consistent high-quality growth in Revenues, Profits and Cash flow over the last 15 years. The Company has state of the art manufacturing facilities that cater to a complete range of finished dosage forms. The Company has also entered regulated markets such as US through its Subsidiary Caplin Steriles Limited.

Caplin Point has been selected on Forbes Asia’s “200 Best Under a Billion” list for three consecutive years (2014, 2015 & 2016), and was recently awarded “The Emerging Company of 2018” by Economic Times Family Business Awards.

**CAUTIONARY STATEMENT:**

*This press release contains certain forward-looking statements. Any forward-looking statement applies only on the date of this press release. By their nature, forward-looking statements are subject to a number of known and unknown risks and uncertainties that may or may not occur in the future and as a result of which the actual results and performance may differ substantially from the expected future results or performance expressed or implied in the forward-looking statements. No warranties or representations are made as to the accuracy, achievement or reasonableness of such statements, estimates or projections, and Caplin Point has no obligation to update any such information or to correct any inaccuracies herein or omission here from which may become apparent.*

For details, please contact:

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**Caplin Point Laboratories Ltd.**

# Investor Presentation August 2021

**Second Largest wealth creator for the  
decade ending 2020**



The Presentation is to provide the general background information about the Company's activities as at the date of the Presentation. The information contained herein is for general information purposes only and based on estimates and should not be considered as a recommendation that any investor should subscribe / purchase the company shares. The Company makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information contained herein.

This presentation may include certain "forward looking statements". These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements. Important factors that could cause actual results to differ materially from our expectations include, amongst others, general economic and business conditions in India and abroad, ability to successfully implement our strategy, our research & development efforts, our growth & expansion plans and technological changes, changes in the value of the Rupee and other currencies, changes in the Indian and international interest rates, change in laws and regulations that apply to the Indian and global pharmaceuticals industries, increasing competition, changes in political conditions in India or any other country and changes in the foreign exchange control regulations in India. Neither the company, nor its Directors and any of the affiliates or employee have any obligation to update or otherwise revise any forward-looking statements. The readers may use their own judgment and are advised to make their own calculations before deciding on any matter based on the information given herein.

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# Content

1 Q1FY22 Highlights

2 Understanding Caplin

3 Growth engines of Caplin

4 More about Caplin



Headquarter, Chennai

# Content

## 1 Q1FY22 Highlights

- 1.1 Q1FY22 Highlights
- 1.2 Update on CAPEX
- 1.3 Robust revenue growth coupled with stable margins
- 1.4 P&L for the Quarter

## 2 Understanding Caplin

## 3 Growth engines of Caplin

## 4 More about Caplin



CP-I plant at Suthukeny, Puducherry

## Financial Highlights

- Q1 revenue matches full year revenue of FY 2015/16
- Cash and Cash Surplus at Rs. 522 Cr for Q1FY22 - increase of Rs 52 Cr over March 2021 balance.
- Cash flow from Operations (CFO) stood at Rs. 75 Cr in Q1FY22
- Receivables stable at around 95 days in Q1FY22
- Inventory stood at Rs. 193 Cr for Q1FY22 as against Rs. 179 Cr in Q4FY21.
- Geographical breakup of sales: LATAM & ROW - 91%, US - 9%

## Emerging Markets Business Highlights

- Company continues strong growth momentum across top line and bottom line in core Latin American business.
- Foraying into Indian market with selected niche injectables products.
- Current breakup of sales: Private Market sales to Distributors – 60%; Sales to Pharmacies/Retail – 20%; Institutional Sales – 20%. Higher institutional sales are on account of emergency tenders for COVID related products.
- Company has started supplying niche Injectables to Mexico and Brazil, on emergency procurement tenders.
- Company's CRO wing Amaris Clinical received confirmation of virtual US FDA audit.
- Monthly sales through company's e-commerce platform 'QuetenX', part of 10X Healthcare portal, increase 39% YoY. Currently catering to around 1,000+ unique customers across Guatemala, Nicaragua, Honduras and Ecuador.

## US Business Highlights

- Company has launched 4 products from recently approved ANDAs in the last few months. Launch pending for 4 more ANDAs, which is targeted before Dec 2021.
- Market share for already launched products is in the range of 7-12%.
- Company targets to file 8 ANDAs within next three quarters which will have equal mix of Injectable and Ophthalmic products.
- First orders received from Mexico and Saudi Arabia for Caplin Steriles, approvals for these products fast-tracked due to products being commercialized in US.
- First 3 product filings in Canada (ANDS) targeted for Q3, these are approved ANDAs in US. On track to file 2 products in Australia by Q3FY22.
- Company targets US front end presence in 2023, by which time 30+ ANDAs are likely to be approved/under review.

Caplin is venturing on a Capex journey of INR ~300-350 cr. to expand existing capacities, widen its product portfolio and backward integrate majority of the products

## Capacity expansion and Maintenance Capex

- ▶ Pre-Mix Injectable Bag line ready for installation with Filing Batches planned in Jan 2022
- ▶ 2 Vial filling lines from Syntegon (Bosch) ordered, expecting delivery within 12 months.
- ▶ Pre-Filled Syringe line from Steriline ordered, expecting delivery within 10-12 months.
- ▶ Lyophilizer from Tofflon ordered, expecting delivery within 9-12 months.
- ▶ Expecting Phase 2 expansion to be completed within 12-14 months.
- ▶ Annual maintenance for the Pondicherry plant

~ INR 150 cr

## Oncology

- ▶ Company has already acquired Land with 4 Civil buildings in place, in Chennai, which will be developed into dedicated Oncology products plant
- ▶ Design and detail engineering completed. Process equipment ordering completed. Design drawing and detail engineering completed. First batches targeted within next 9 months.
- ▶ Phase 1 involves Oral Solid Dosages and Phase 2 would be Injectables.
- ▶ Order placed for Isolator process equipment such as Granulation, Tablet Compression, Capsule filling machine etc from GEA-Germany and ACG.

~ 100 cr

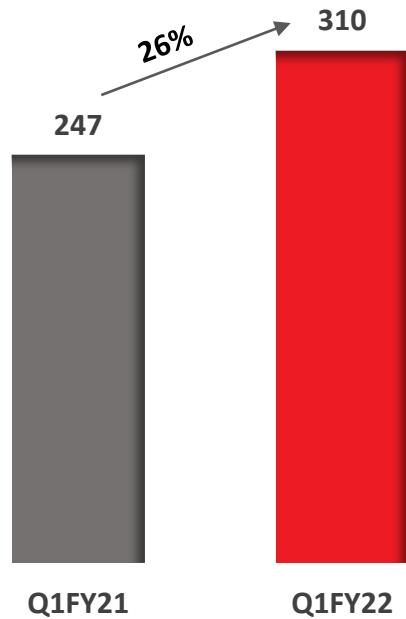
## Backward Integration

- ▶ Company targets being backward integrated with own APIs for 70% of all filings in US by 2024, a critical differentiator for Generic Injectables
- ▶ Construction to start immediately on own API plant, for which land acquisition of 18.67 acres has been completed.
- ▶ Design Drawing and Detail Engineering completed. Process equipment orders to commence shortly. Tendering for Civil and Mechanical work ongoing.
- ▶ API Plant will cater to US and LATAM business as well as upcoming Oncology business.
- ▶ Targeting complete backward integration from Key Starting Material (KSM) to Intermediates and API.

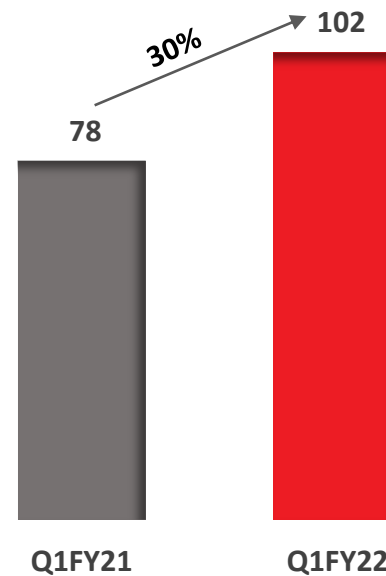
~ INR 100 cr

# Robust quarterly revenue growth coupled with stable margins

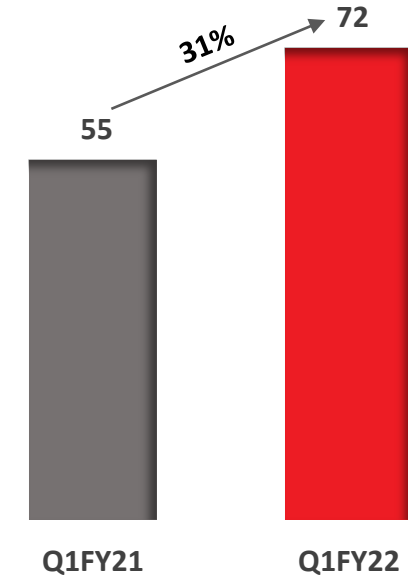
Total Revenue (INR Cr)



EBITDA (INR Cr)



PAT (INR Cr)



# P&L for the Quarter – Consolidated

Value (INR Cr)	Q1 FY22	Q1 FY21	YoY (%)	Q4 FY21	QoQ (%)
<b>Revenue from Operation</b>	300.44	240.08	25.1%	278.71	7.8%
Other Income	9.21	6.49		9.46	
<b>Total Revenue</b>	<b>309.65</b>	<b>246.57</b>	<b>25.6%</b>	<b>288.17</b>	<b>7.5%</b>
Cost of Goods sold	135.96	108.80	25.0%	118.68	14.6%
<b>Gross Profit</b>	<b>164.48</b>	<b>131.28</b>	<b>25.3%</b>	<b>160.03</b>	<b>2.8%</b>
<b>Gross Profit Margin (on Revenue from operation)</b>	<b>54.7%</b>	<b>54.7%</b>		<b>57.4%</b>	
Employee Benefit Expenses	26.71	25.87	3.2%	25.87	3.2%
Research and Development expenses	13.14	11.22	17.1%	13.34	-1.5%
Other operating expenses	32.02	22.59	41.8%	35.13	-8.8%
<b>Total expenditure</b>	<b>71.87</b>	<b>59.68</b>	<b>20.4%</b>	<b>74.34</b>	<b>-3.3%</b>
<b>EBITDA</b>	<b>101.82</b>	<b>78.09</b>	<b>30.4%</b>	<b>95.15</b>	<b>7.0%</b>
<b>EBITDA Margin</b>	<b>32.9%</b>	<b>31.7%</b>		<b>33.0%</b>	
Depreciation and Amortisation	12.03	8.96	34.3%	9.86	22.0%
<b>EBIT</b>	<b>89.79</b>	<b>69.13</b>	<b>29.9%</b>	<b>85.29</b>	<b>5.3%</b>
<i>EBIT Margin</i>	<i>29.0%</i>	<i>28.0%</i>		<i>29.6%</i>	
<i>Finance Cost</i>	<i>0.27</i>	<i>0.51</i>		<i>0.32</i>	
<b>Profit Before Tax</b>	<b>89.52</b>	<b>68.62</b>	<b>30.4%</b>	<b>84.97</b>	<b>5.3%</b>
<i>PBT Margin</i>	<i>28.9%</i>	<i>27.8%</i>		<i>29.5%</i>	
Tax	17.99	14.07		17.05	5.5%
<b>Profit after Tax</b>	<b>71.53</b>	<b>54.55</b>	<b>31.1%</b>	<b>67.92</b>	<b>5.3%</b>
<b>PAT Margin</b>	<b>23.1%</b>	<b>22.1%</b>		<b>23.6%</b>	

# Content

1 Q1FY22 Highlights

2 Understanding Caplin

2.1 Transformation across the decades

2.2 Caplin's core business

2.3 Diversified Product Portfolio with a balanced product mix

2.4 Smart mix of manufacturing and outsourcing; Product capacities

2.5 Research & Development Capabilities

2.6 Delivered Robust Profitable Growth & Returns over the decade

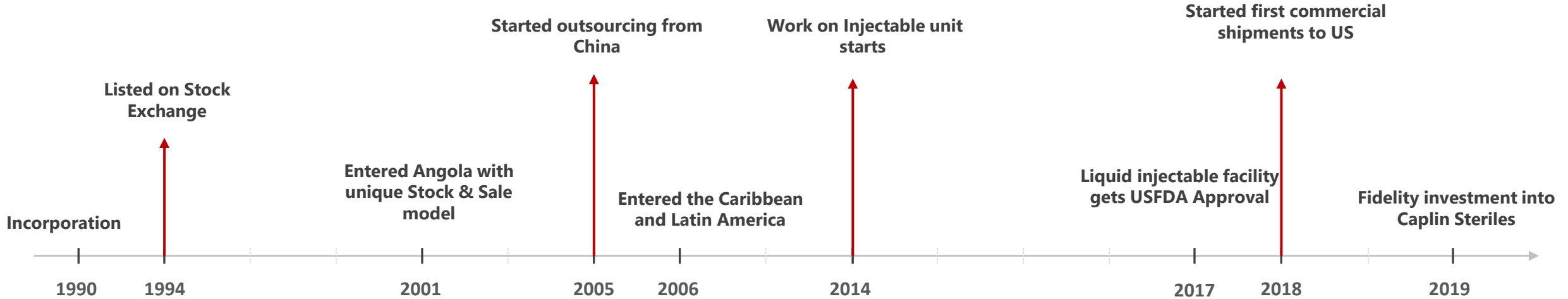
3 Growth engines of Caplin

4 More about Caplin



CP-IV plant at Gummidipoondi, Chennai

# Transformation across the decades



## Contract manufacturer

Market-led Company

Plain vanilla generic products

Introducing products that plugged marketplace gaps

Negative-working capital business

2 main geographies 10 countries  
(Latin America & Francophone Africa)

## Becoming a responsible pharma company

Technology and research-led marketing Company

Mix of generics, branded generics and specialty molecules and Injectables

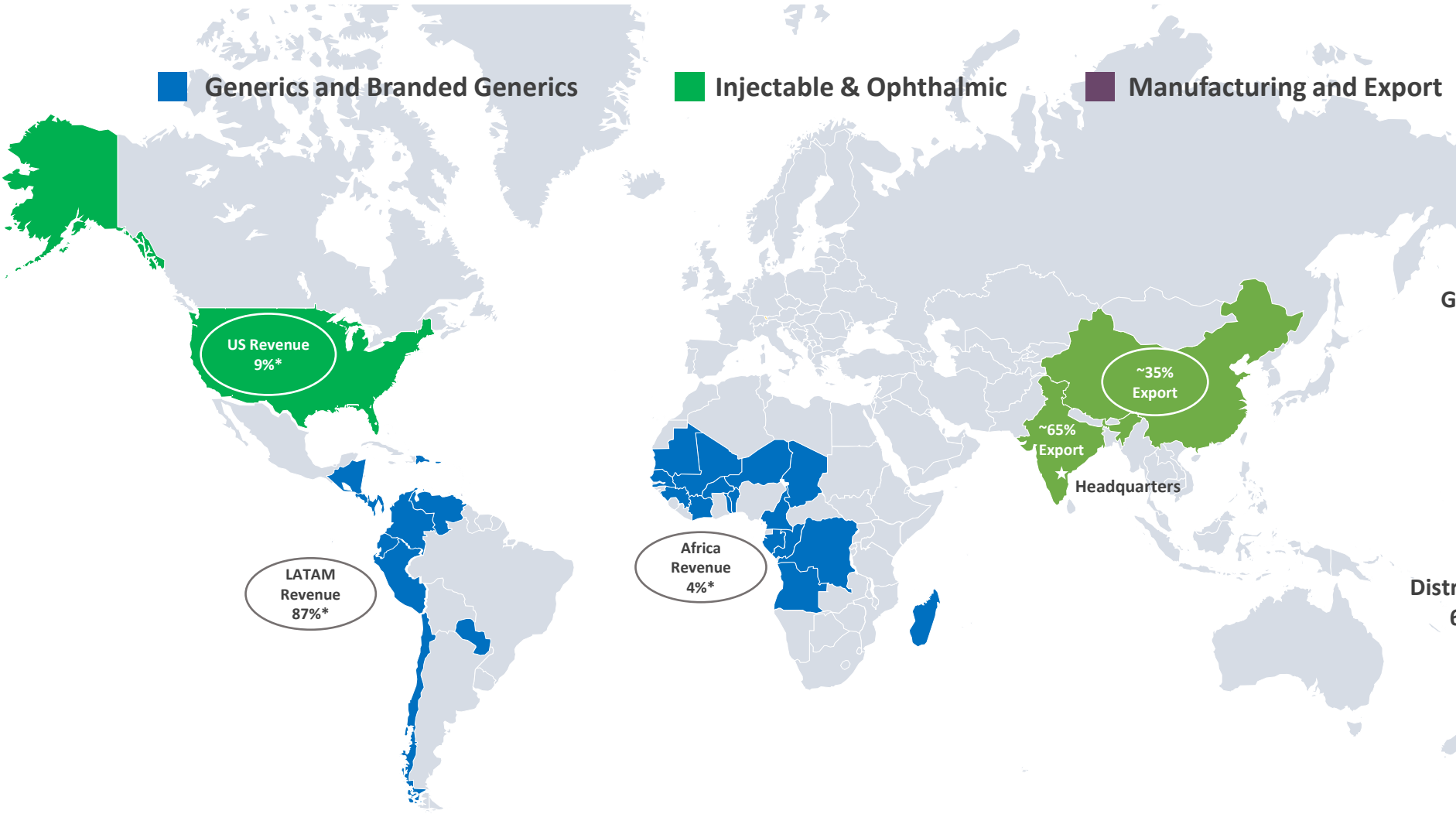
Launch specialty niche products that Create new markets in varied therapy segments

Selective use of Credit strategy to increase market share and remain cash surplus

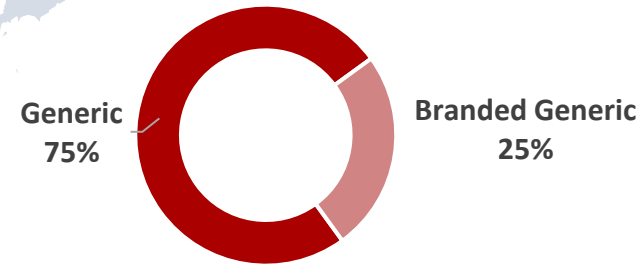
Extended to Regulated markets like USA with plans to enter Canada, Australia, China and Brazil shortly.



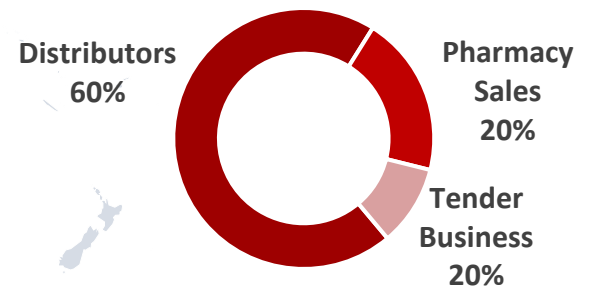
# Our core business – Tapping the untapped markets



Revenue by Business Segments



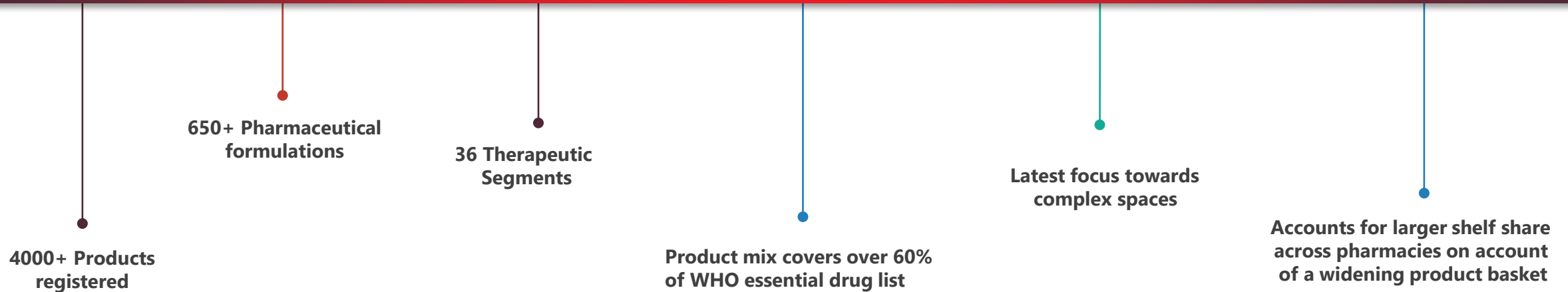
Revenue by Channel



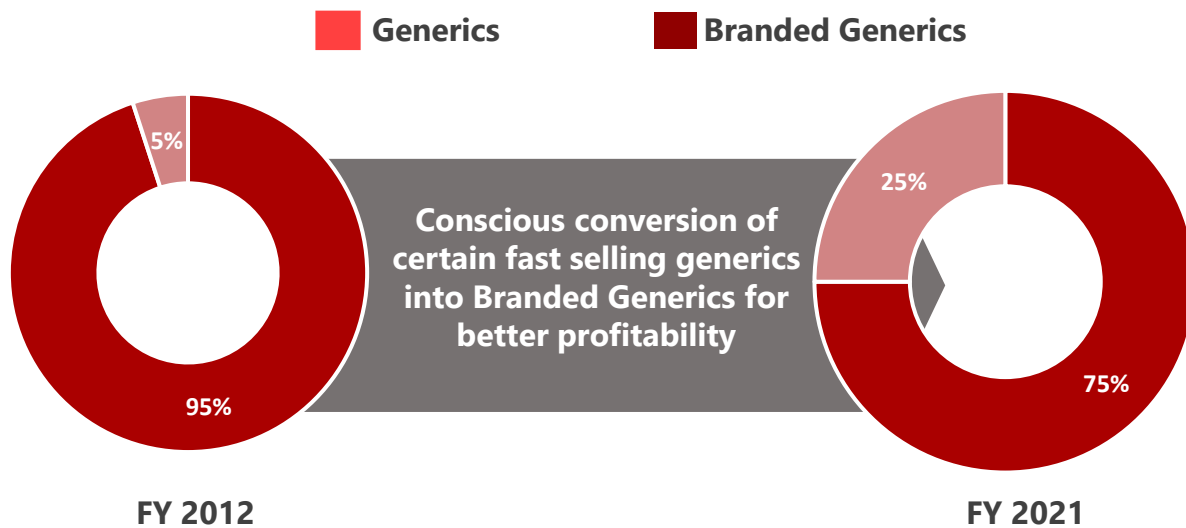
Caplin covers wide spectrum of pharmaceutical formulations and Therapeutic Segments across the 23 countries with a net revenue of INR 1,085 Cr in FY21

\* Region wise net revenue split for FY21

## Diversified Product Portfolio with zero reliance on single product / Therapy



## Changing product mix



## Our Products

- ✓ Tablets
- ✓ capsules
- ✓ Injections (liquid & lyophilized, pre-filled syringes)
- ✓ Ophthalmic
- ✓ Liquid Orals
- ✓ Softgel Capsules
- ✓ Ointments, Creams & Gels
- ✓ Powder for injections
- ✓ Suppositories & Ovules
- ✓ Dermocosmetics
- ✓ Surgicals & Disposables
- ✓ Pre-Mix Bag Formulations
- ✓ Inhalers & Sprays
- ✓ IV infusion

# Smart mix of manufacturing, outsourcing; product capacities

45% of the products produced inhouse

55% of the products are outsourced from quality conscious partners in India and China

Exports

India  
65%

China  
35%



## CP I plant:

### Generics and Branded Generics

- Liquid injections in Vials, Ampoules and Pre-Filled Syringes.
- Tablets
- Capsules
- Liquid Orals (Syrup & Suspension)
- Soft Gelatin Capsules
- Suppositories and Ovules

INVIMA and WHO-GMP

Suthukeny, Puducherry

## CP IV Plant (Part of Caplin Steriles Limited)

### Injectables and Ophthalmic

- Vials
- Lyophilized Vials
- Ophthalmic
- Pre-Mixed Bags

US FDA, EU-GMP, and INVIMA

Gummidipoondi, Chennai

## Total Annual Product Capacity

1,500 Mn  
Tablets

400 Mn  
Capsules

12 Mn  
Pre-Mix Bags

20 Mn  
Liquid Injection in  
Ampoules

65 Mn  
Liquid Injections in  
Vials

6 Mn  
Bottles of Liquids

1 Mn  
Bottles of Dry  
Syrups

12 Mn  
Pre-Filled  
Syringes

12 Mn  
Ophthalmic units

220 Mn  
Soft Gels

30 Mn  
Suppositories

1.2 Mn  
Lyophilized Vials

Caplin's smart strategy of balanced manufacturing and outsourcing makes it possible to be a lean organisation as well as de-risk against cost escalations, currency fluctuations and other headwinds

## 5 Dedicated Facilities

Caplin has 5 dedicated R&D setups (3 – DSIR approved and 2 under approval)

## INR 1.6 bn Capex

Continuous capex investment of over INR 1.6 bn over last 5 years towards enhanced manufacturing and R&D capabilities

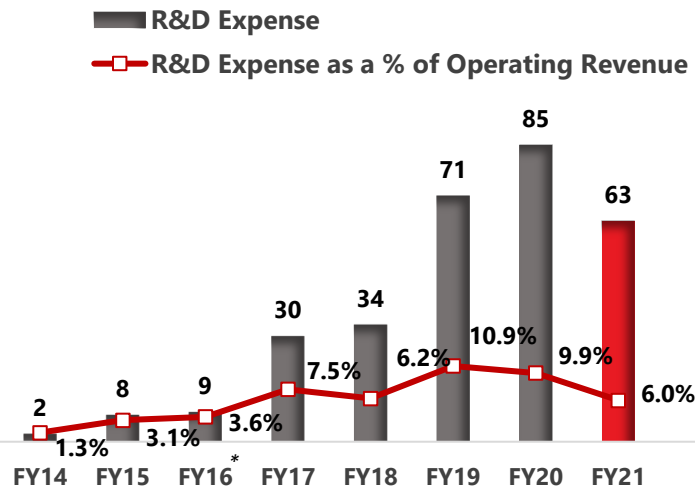
## Expensing R&D

Caplin expenses all R&D expenditure. Total R&D Spends (Capex + Opex) is 25% of FY21 PAT

## API

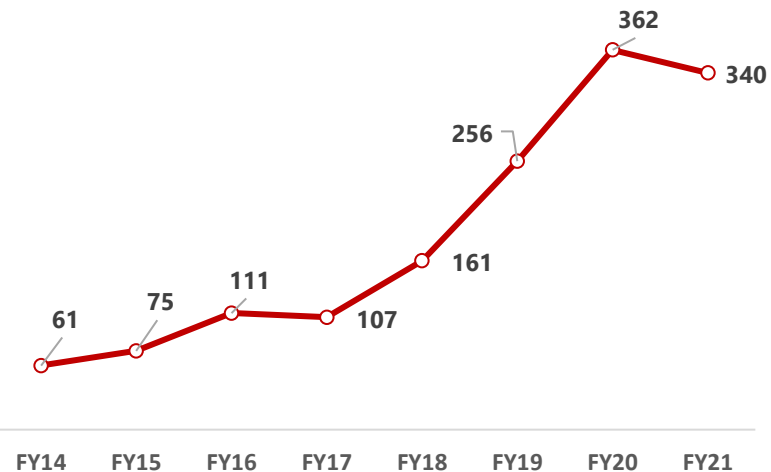
Completed R&D for 22 APIs to be used for backward integration in US and Emerging markets. On track for the DMF filing

### R&D expense – Capex + Opex (INR cr)

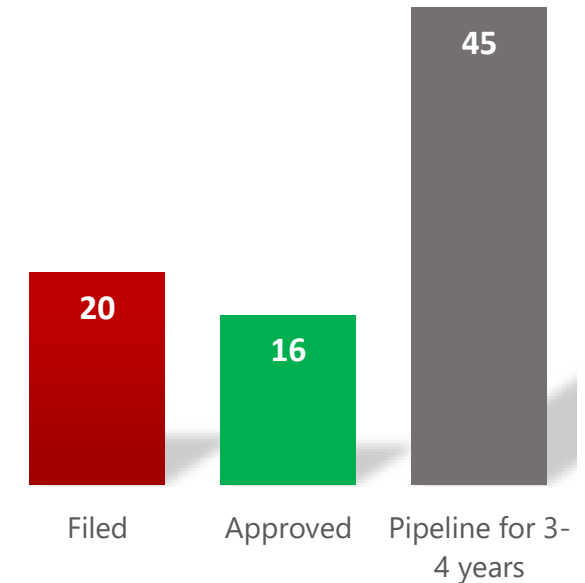


\*FY16 data for 9 months due to change in fiscal year of the company

### R&D Team at Caplin (Nos)



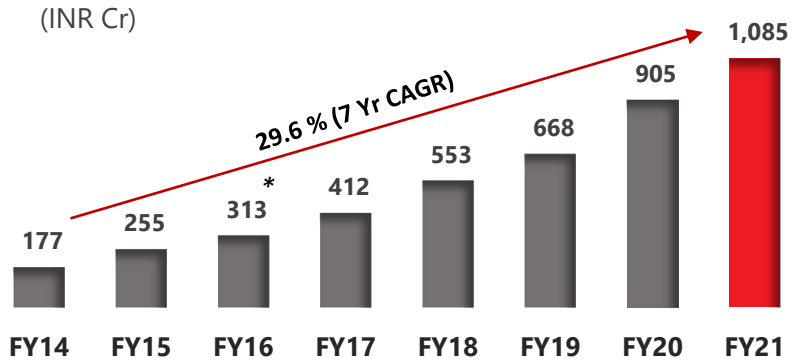
### ANDA Pipeline



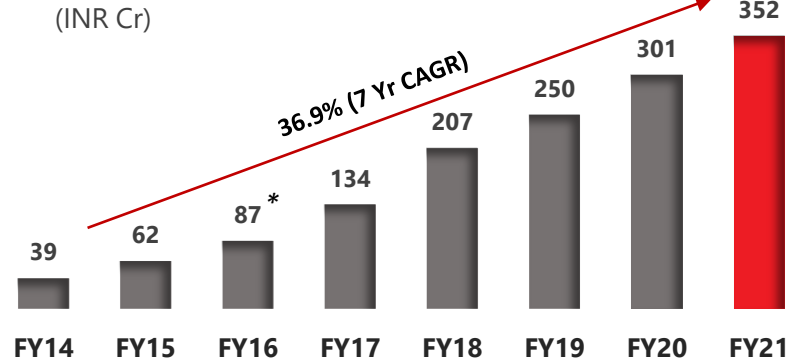
Caplin ranks #1 in India across all industries, for R&D spend as a percentage of Revenue on average in the past 5 years.\*

# Delivered Robust Profitable Growth & Returns over the years

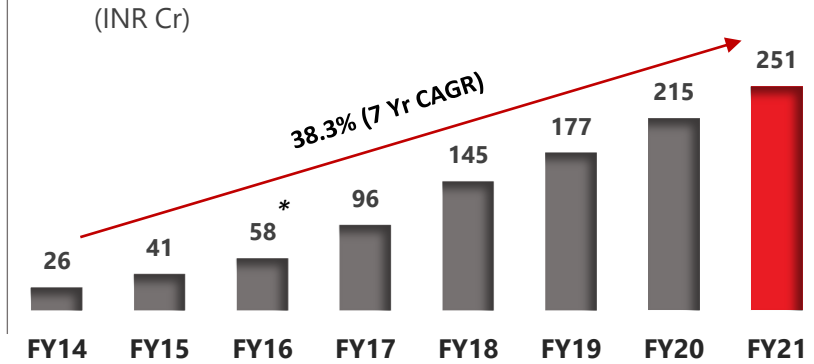
## Total Revenue



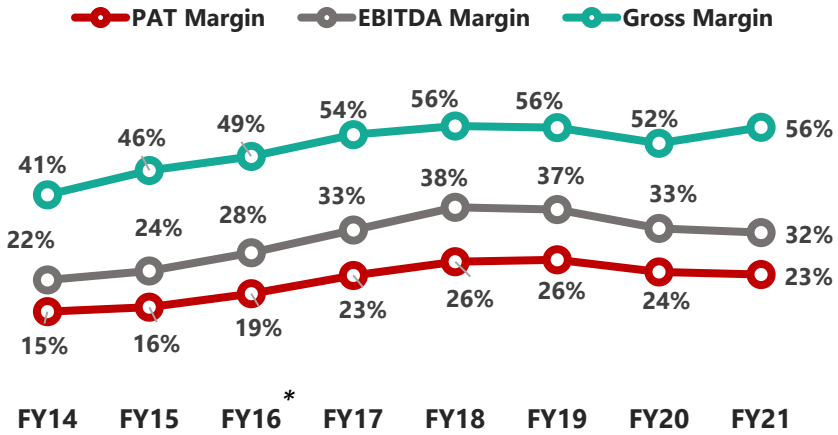
## EBITDA



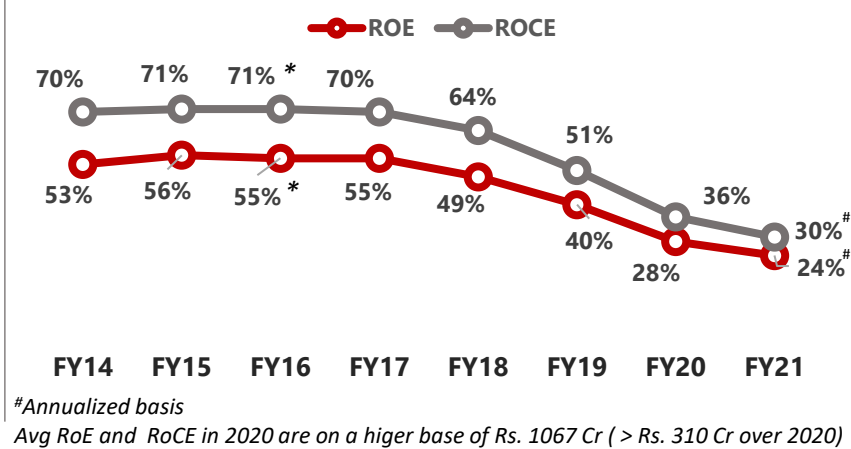
## PAT



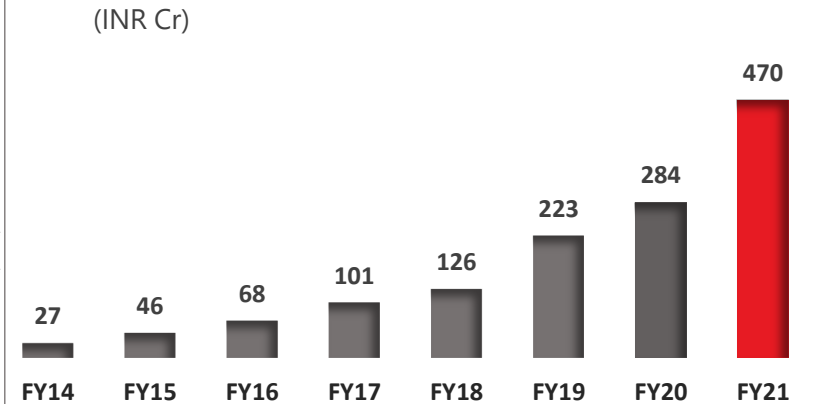
## Robust Margins



## Consistently delivered strong returns



## Cash and Cash Equivalent



Target achieved

2015 Top Line is now 2021 Bottom Line

New Target

To achieve a Cash Surplus of Rs.1000 ~ 1500 Cr in the next 5 years

\*FY16 was only 9 months due to change in fiscal year of the company and therefore the FY16 numbers are Annualized

# Content

1 Q1FY22 Highlights

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3 Growth Engines of Caplin

4 Appendix



Amaris Clinical - CRO Clinic, Chennai



01

## **Core business to grow at historical pace...**

Caplin's core business which is focused on Latin America and Francophone Africa is expected to grow at above industry-average pace with margins expected to improve with increased branded generics business

02

## **... with US Business to boost the growth...**

Aspiration is to have exceptional compliance record and focus on niche products which continues to be in shortage in US market. Caplin believes US business to be one of its primary engines that will drive growth

03

## **... backed by enhanced value chain...**

Backward and forward integration to help save cost, capture more market and control supply chain which is expected to boost earnings

04

## **... Strong balance sheet and...**

Caplin's DNA of remaining net debt-free and self-sustenance is highlighted by increasing cash surplus over the years. Strong Balance sheet of Caplin acts as an anchor for our long-term vision

05

## **... Expansion into other geographies and widening of the portfolio**

Caplin plans to enter more regulated markets such as Canada, Australia as well as enter the bigger LATAM markets of Mexico and Brazil in the near to medium term horizon

## Overview

### LATAM

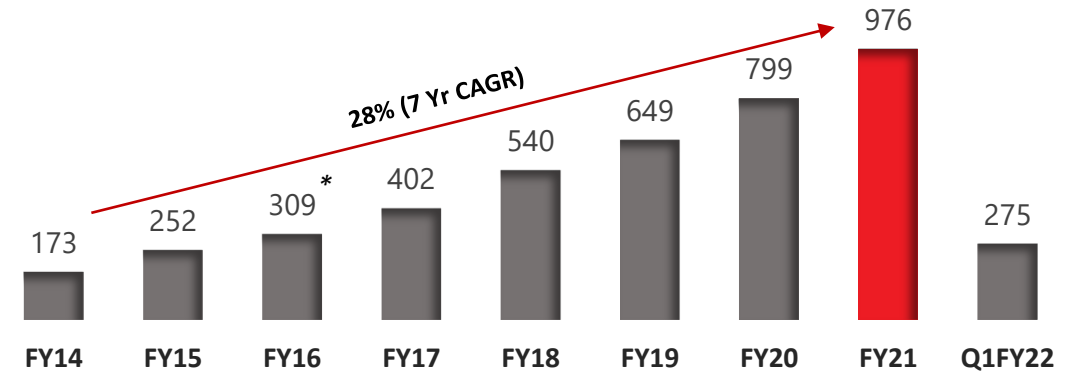
- **No. 1 Indian player in Central America**
- Increased its LATAM footprint from **two countries to 12 countries within a decade**
- Entry into Pharmacy sales through **Healthcare portal**, for higher margins and offtake

### Africa

- **One of the first few Indian pharmaceutical companies to extend to West Africa** with Brand Marketing
- **High Recognition** of CPL's brands across Francophone Africa

## Performance

### Operating Revenue from LATAM + Africa (INR Cr)



\*FY16 was only 9 months due to change in fiscal year of the company and therefore the FY16 numbers are Annualized

## Expansion

- ✓ Increasing focus to larger Latin American countries such as Chile, Colombia and expansion in Mexico and Brazil
- ✓ Working on additional 150 formulations specifically targeting 3 expansion areas – Hospital Injectables, Neuropsychiatric products in Brand Marketing and Anti-Cancer products.

## Pharmacy automation

- ✓ To increase profitability and augment strong capabilities in the Supply Chain.
- ✓ 'QuetenX', part of 10X Healthcare portal, continues to show strong traction, reaching 900+ unique B2B customers in Latin America

## Strategy

### End to end business model

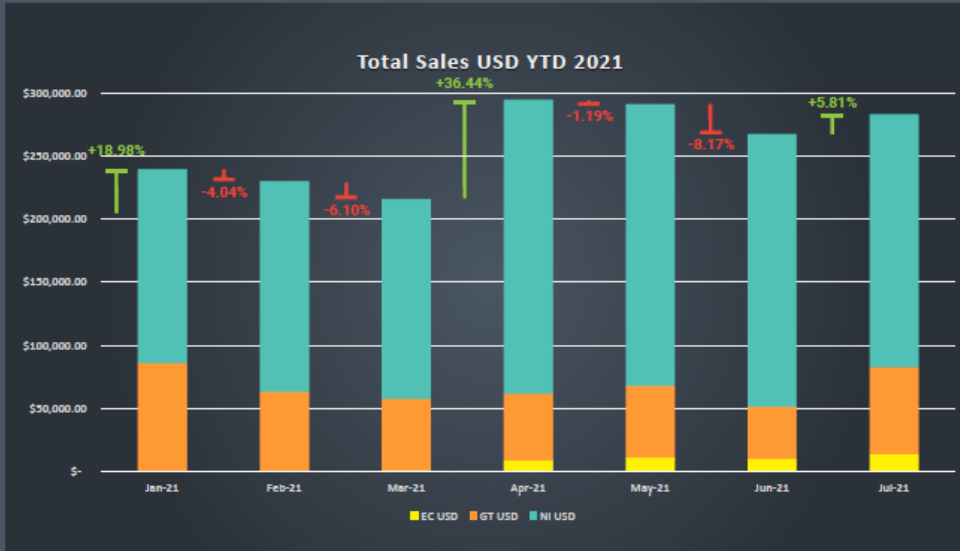
- ✓ Acquisition of distributors in LATAM region creates an end-to-end business model

### Bottom of the Pyramid

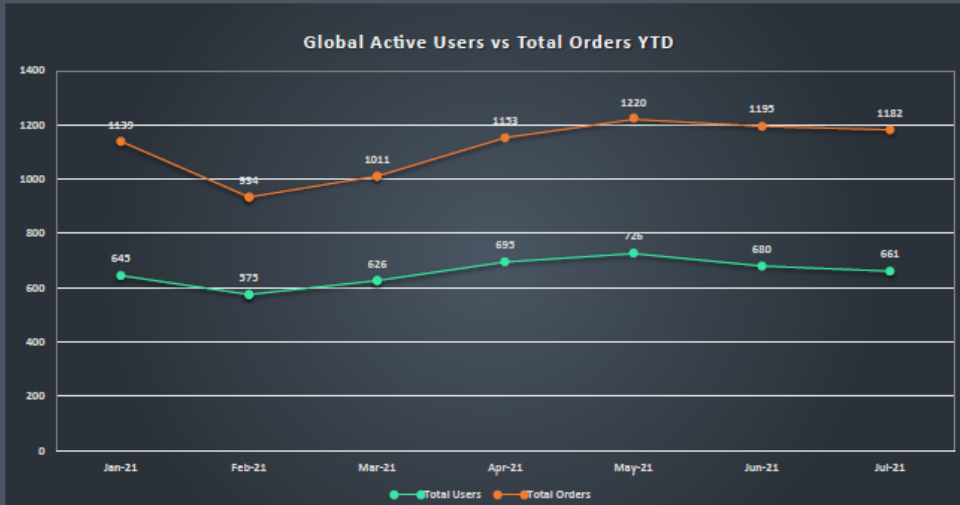
- ✓ Continued focus on the Bottom of the Pyramid, creating a stickiness factor for Caplin's products



## Quétenx B2B E-Commerce Sales 2021



Quétenx is the first B2B Marketplace in Central America for Online Pharmacy Purchases



### Highlights JAN-JUL 2021

- USD **1.8MM** Driven Sales through digital channel 2021
- 1k+** Unique Customers
- 7.8k** Orders through digital channel

USD **260k** Monthly Average 2021   
 USD **154k** Monthly Average 2020   
 ▲ **+41%**

## Overview

- **Invested ~Rs.450 Crore in Capex and Opex** for the 5 years since 2014 through internal accruals to enter the US and Regulated markets
- **Entered US Market in 2017-18** with launch of Ketorolac Inj, currently owned by **Baxter**
- **Launched 12 products in total in the US**, through partners such as Fresenius Kabi, Baxter, Sagent, Xellia, Meitheal and others.
- Signed new agreements for registration of products in Canada, Australia and Brazil. Revenues expected from these markets in next 18 – 24 months

## Injectable plant Inspection history

Plant has undergone 3 US FDA and 2 EU GMP audits successfully since 2016

Date	Authority	Observations/ 483 / Warning letter
June 2019	USFDA	2 observations of procedural nature
October 2018	USFDA	No observations
October 2016	USFDA	2 observations of procedural nature
May 2015	EU GMP	No Critical observations
Sep 2018	EU GMP	No Critical observations

### Creating the brand Caplin in US market

- ✓ Strengthening the US Credentials by entering niche high value Injectable and Ophthalmic segment
- ✓ Filing a mix of Simple and Complex injectables in US under Caplin's name
- ✓ Planning to have front end presence by 2023 in the US market to launch own label & expand.

### Focused on a niche segment

- ✓ The Company believes in focusing on this niche segment as there's a chronic gap between demand and supply in Injectables in the US market, resulting in frequent shortages. Injectables have seen lesser price erosion comparatively due to these shortages.

## Strategy

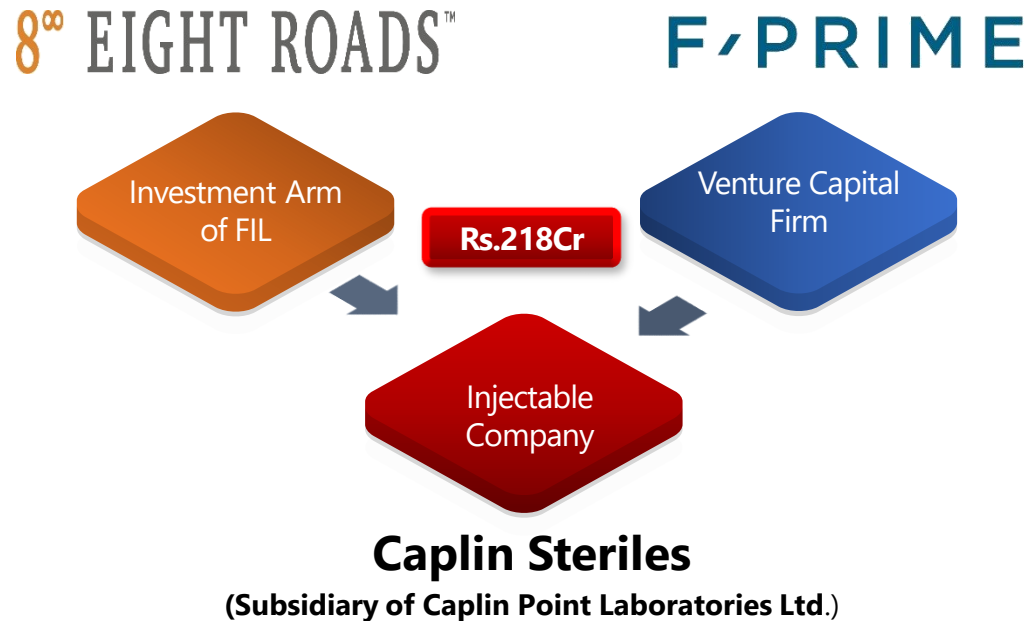
### Strategic Partner

- ✓ Fidelity invested INR 218 Cr. in Caplin Steriles (Caplin's US business) for minority stake.
- ✓ Fidelity is known to be a long-term knowledge partner with over 50% of worldwide private investments into Healthcare. This helps bringing us access to a powerful investment platform spanning Asia, Europe and the US.

### Capacity expansion & backward integration

- ✓ 3x Capacity expansion ongoing at Caplin Steriles Plant – CP-4
- ✓ API backward integration plan for US business is on track and expected to be completed by Q4FY22
- ✓ **Expansion into Pre-Mix Bags, Lyophilized Vials and Pre-Filled Syringes soon**

## Transaction Structure



## Transaction Details

### Objective

- Increase R&D capabilities to include Complex Injectable and Ophthalmic products portfolio and enhance capacities at Plant.
- **Eight Roads and F-Prime Capital – Fidelity** together bring access to a powerful investment platform spanning **Asia, Europe and the US**.

### Key Transaction Highlights

- Caplin Steriles Ltd, subsidiary of Caplin Point Laboratories Ltd. will cater to the rapidly growing demand for **injectable products** in the regulated markets, especially the **US and other Regulated Markets**.
- **Eight Roads Ventures and F-Prime Capital** invests **INR 218Cr for Minority** stake, with cash infusion coming into Caplin Steriles Ltd.
- **Fidelity** known to be a long term knowledge partner with over 50% of worldwide private investments into Healthcare.
- The subsidiary has already filed **20 ANDAs** on its own and through partners with the **US FDA**, with **16 approvals till date**.

**\$670mn**

Market size of our products approved and under approval

**~ \$3 Bn**

Overall market size of our products in Pipeline, under approval and approved

Overall market opportunity for Caplin in near future in US is about ~ \$3 Bn

## Our strategic decisions which will help us in scaling up value chain

### Plant to Portal

- Proposed extension from product manufacture to retail interface through Healthcare portal automating pharmacies, clinics and diagnostic labs.
- This deployment of healthcare portal would generate big data for generics which will lead to better product positioning and insights

1

### Direct approach

- Direct marketing to pharmacies and wholesalers; circumventing trade channels. Currently 20% revenue is generated from direct sales.

### Widen interface

- With 15,000 pharmacies to address bottom-of-the-pyramid customers and engage with doctors

2

### Forward integration

- Caplin moves further up the Value Chain with acquisition of its Channel partners at Latin America.
- Thereby controlling manufacturing, export, import, distribution with direct access to retailers and wholesalers.

3

### Backward integration

- **API for US business:** Backward integration into API for complex injectable products
- **API of Core Business:** Manufacturing our own API in CMOs with targeted cost reduction of 10-15%. Targeting self-sufficiency for 5 critically important APIs by end of fiscal year

4

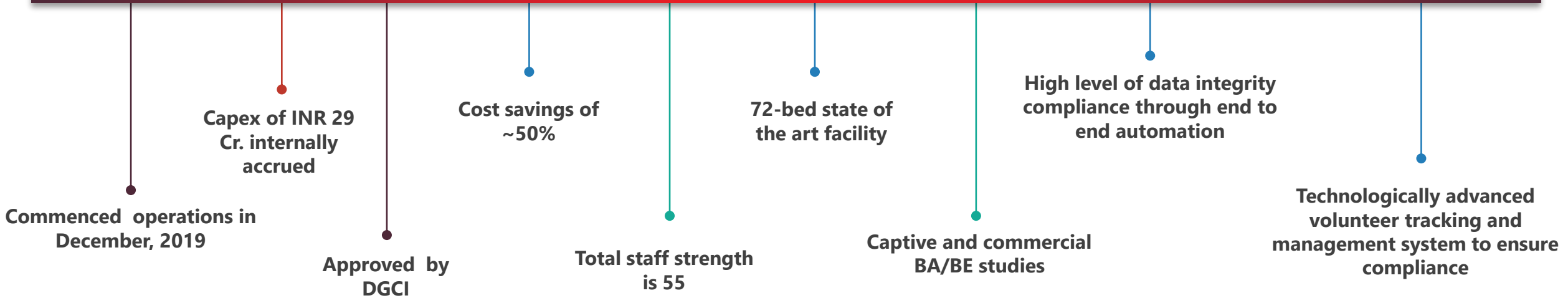
### Setting up of CRO

- CRO wing of Caplin Point will cover BE/BA studies for captive consumption, before scaling up as a commercial CRO
- Target markets are China, US, EU and LATAM
- **US FDA virtual audit announced, as 2 ANDAs filed through partner with BA /BE studies done from this site.**

5

These strategic decisions which will help caplin to have a better cost advantage is future, gather better intel on the market it operates in, better understand the market trends and changing customer needs as well as better access to some of its markets

## Amaris Clinical – Highlights



## Regulatory clearance targeted



Received confirmation of virtual US FDA audit.



## State of the Art Technology

### Andrew Alliance - Auto Pipetting System



The pipetting robot. This liquid handling robot ensures fully traceable and reproducible experiments by automation of complete laboratory workflows – using conventional pipettes and labware

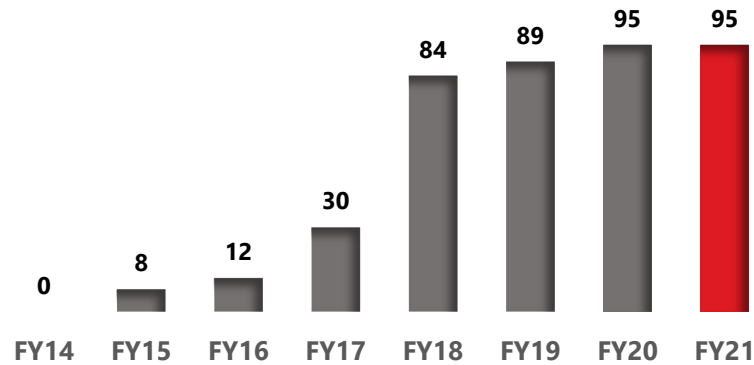
### Hamilton Automated Sample Access Manager (Sam HD)



- ✓ A first of its kind in India, SAM HD is a completely automated sample management system ensuring high integrity and speed of processing
- ✓ Amaris Clinical is the first CRO in India to have this Automated Storage System

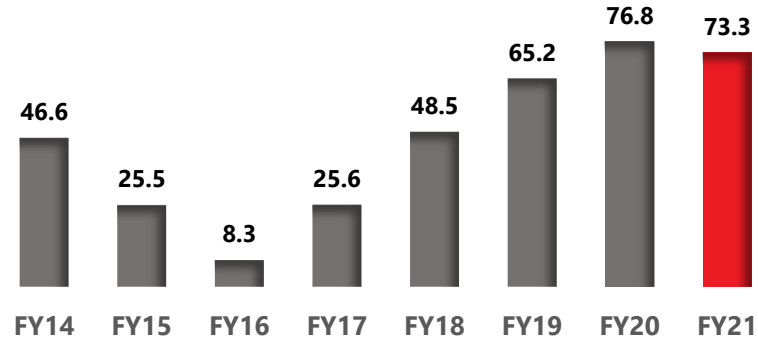
## Caplin's strong balance sheet acts as an anchor for its vision of perceiving an 'Invisible opportunity'

### Receivable Days



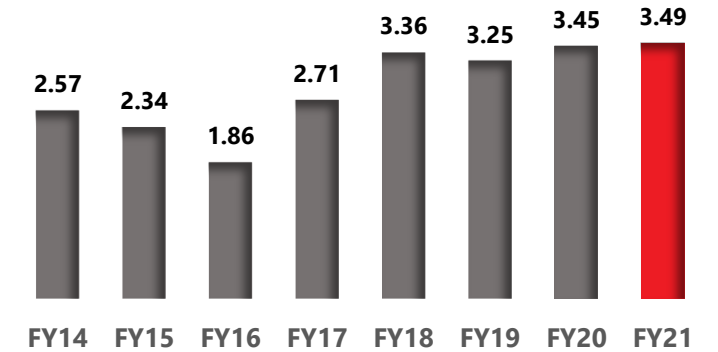
Stable Receivables over the recent period

### Total Capex (INR Cr)



Caplin has incurred strong capex in recent years to enable future growth for next 5 years

### Fixed Asset Turnover Ratio



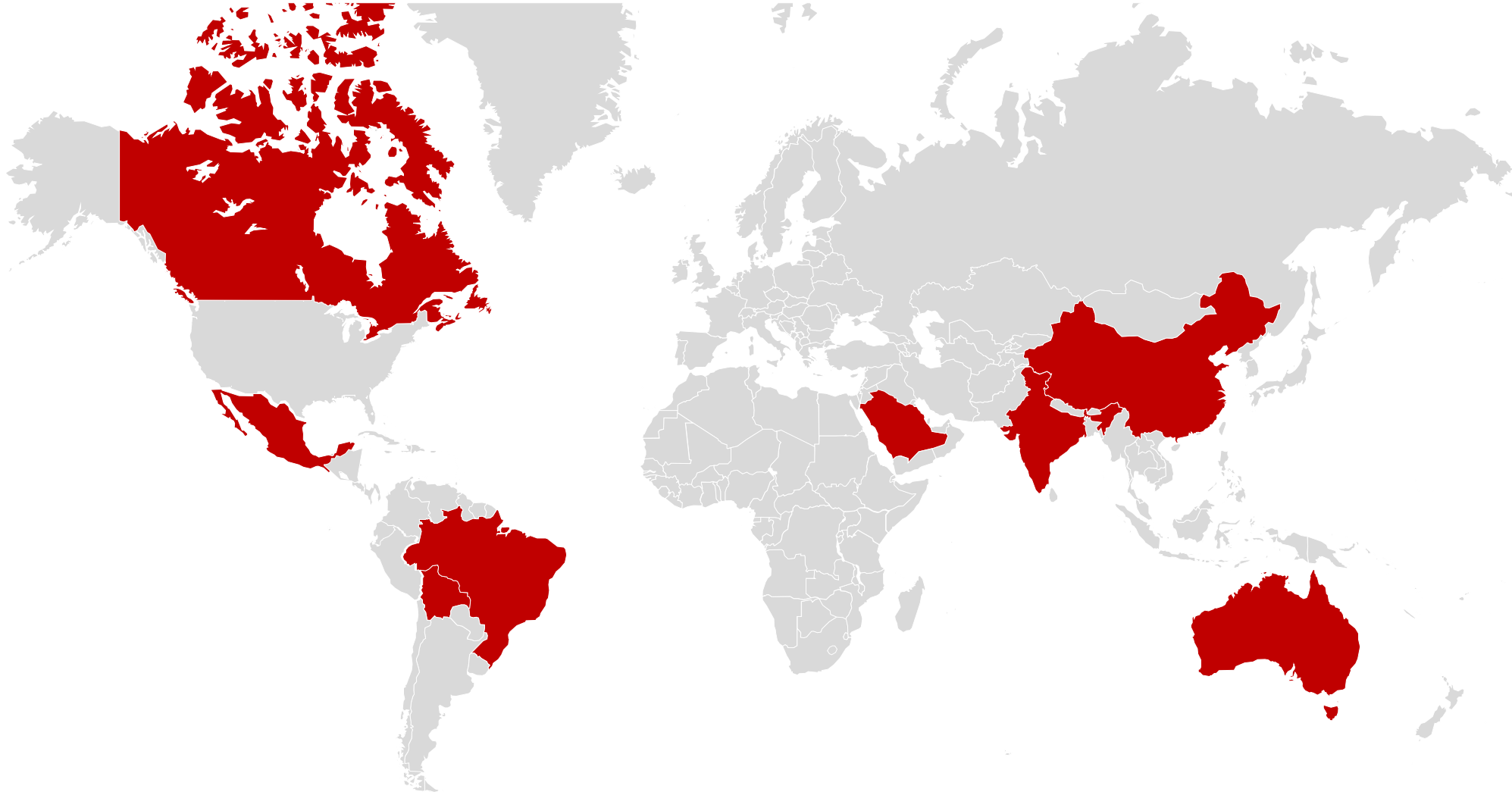
Company has maintained optimal asset turnover ratio over the years

Caplin had acquired most of its Channel partners in Latin American markets

Caplin is a net debt free company

# 05 | ... Expansion into other geographies

■ Countries Caplin plans to expand its presence



Caplin is expanding its presence in regulated countries and larger markets of Latin America



# Content

1 Q1FY22 Highlights

2 Understanding Caplin

3 Growth engines of Caplin

4 More about Caplin

4.1 Experienced and Visionary Board of Directors

4.2 Shareholder Information



R&D centre



**Mr. C.C. Paarthipan**  
*Chairman*

- ✓ 30+ Years of experience in the pharmaceutical industry
- ✓ Spearheading the group in its multi-pronged growth approach
- ✓ First Gen Entrepreneur with a focus towards bottom of the pyramid



**Dr. Sridhar Ganesan**  
*Managing Director*

- ✓ 35+ Years experience in Pharmaceutical Industry
- ✓ Previously, held leadership positions in several international assignments
- ✓ The Government of India's Pharmaceutical Export Promotion Council of India has designated him as an "Honorary Expert"
- ✓ Has been a Faculty in BITS



**Mr. D.P. Mishra**  
*Director*

- ✓ 30+ years experience in the area of Medicines and formulations
- ✓ Post Graduate in Chemistry



**Dr. K.C. John**  
*Independent Director*

- ✓ 30+ years experience in spheres of technology & entrepreneurship
- ✓ Holds Ph.D from IIM Ahmedabad
- ✓ Visiting Professor at Great Lakes Institute
- ✓ Associated with the global digital communication leader Qualcomm [Fortune 500]



**D Sathyanarayanan**  
*Independent Director*

- ✓ 30+ years experience in application dev. & implementation
- ✓ MS from Stanford University and bachelors from IIT-Madras



**Dr. C K Gariyali, IAS**  
*Independent Director*

- ✓ Retired IAS Officer and holds a Doctorate in Women Studies
- ✓ Was Principal Secretary to the Governor of Tamil Nadu from 2005-08
- ✓ Was Secretary to Hon'ble CM of Tamil Nadu
- ✓ Worked with various International Agencies like World Bank etc.



**Mr V Thirumalai**  
*Independent Director*

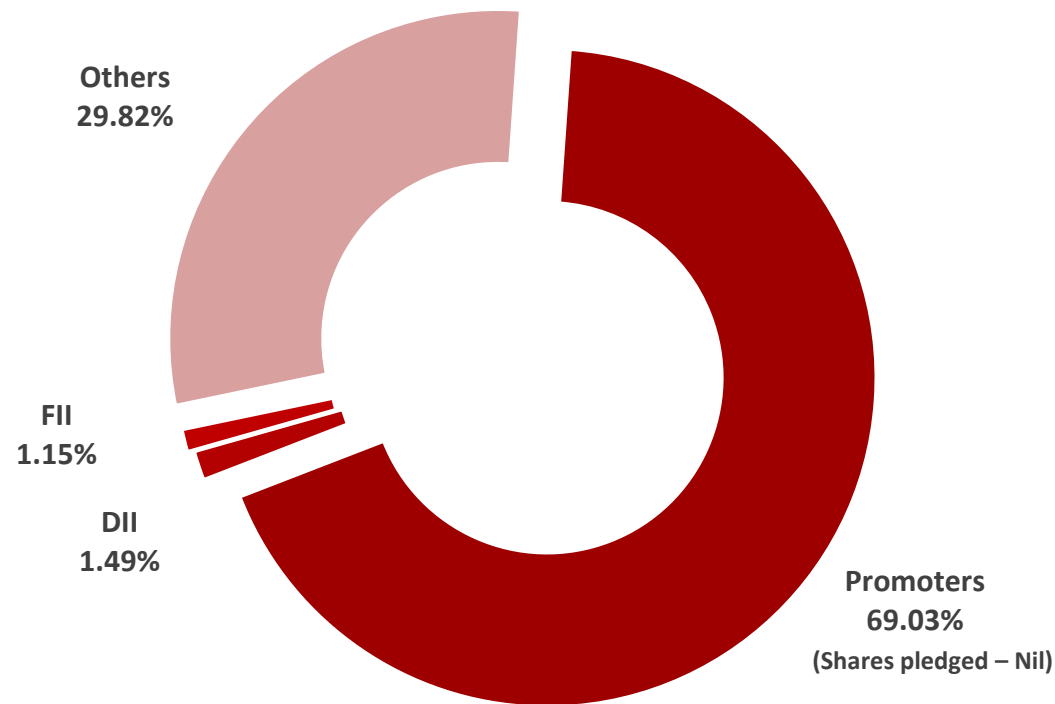
- ✓ 50+ years experience in the field of finance, HR, management & industrial relations
- ✓ Post Graduate in Commerce



**R Viswanathan**  
*Independent Director*

- ✓ Retired ambassador of India to Argentina, Uruguay & Paraguay – 2007 to 2012
- ✓ Latin American expert, widely renowned for his initiatives bringing Latin America closer to India.

Caplin Shareholding as on 30<sup>th</sup> June 2021

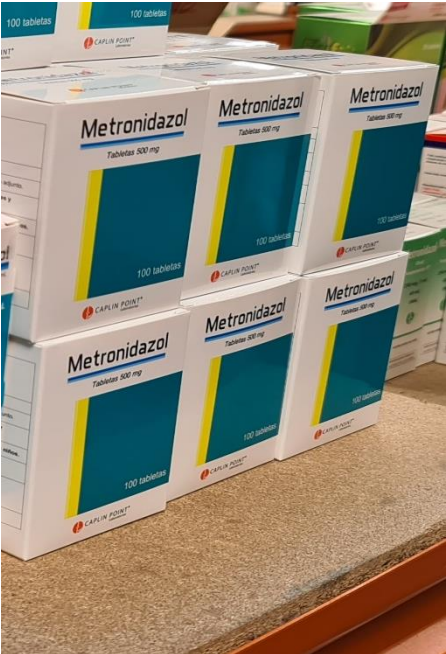


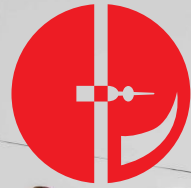
Share Information (as on 30<sup>th</sup> June 2021)

NSE Ticker	CAPLIPOINT
BSE Ticker	524742
Market Cap (INR Cr)	5,046
% free-float	30.97%
Free-float market cap (INR Cr)	1,563
Total Debt (INR Cr)	14
Cash & Cash Equivalents (INR Cr)	522
Shares Outstanding	7,56,42,750
3M ADTV (Shares)*	4,67,911
3M ADTV (INR cr)*	26.81
Industry	Pharmaceuticals

\*Source: NSE

# Our Products





# Caplin Point Laboratories Limited

## Investor Relations at Caplin

Dinesh RG  
investors@caplinpoint.net

**Christensen Advisory**  
Rahul Thakur  
rthakur@christensenir.com

**BSE**

524742

 **NSE CAPLIPPOINT**

CIN: L24231TN1990PLC019053 | ISIN: INE475E01026 | DUNS:86-148-4556 | WWW.CAPLINPOINT.NET

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